

November 9, 2016

National Stock Exchange of India Ltd Exchange Plaza, 5th Floor Plot No:C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Fax Nos: 022-26598237/ 26598238/26598347/26598348 Email: cmlist@nse.co.in Scrip: RAMCOSYS	Corporate Relationship Department BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Fax Nos: 022-22723121/ 22723719/ 22722039 Email: 'corp.relations@bseindia.com' Scrip: 532370
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Dear Sir,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: Our letter dated 8th November, 2016 intimating Investors call

With reference to our above letter the gist of the Investors call held today is enclosed. The same has also been uploaded in the website of the Company – www.ramco.com.

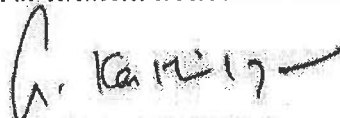
Following investors participated in the call:

1. HDFC Trustee Company Limited
2. Sundaram Mutual Fund
3. Axis Mutual Fund Trustee Limited
4. Goldman Sachs India Fund Limited

We request you to kindly take the above on record as required under the provisions of SEBI (LODR) and acknowledge receipt.

Yours faithfully

For RAMCO SYSTEMS LIMITED



G KARTHIKEYAN
COMPANY SECRETARY

Encl: As above

Gist of Investors call

The following information was shared by the Company with the participants in the call on 9th November 2016: Call started at 5.30 pm and ended at 6.30 pm.

Q2 Performance

- Q2 Global income at US\$17.03 M, Revenue at US\$16.84M Vs US\$ 16.49M in Q1 , 2.1% growth QoQ and 1.95% YoY.
- On constant currency, Q2 Revenue stood at US\$17.19M, 4.7% growth YoY.
- Q2 Net Loss at US\$ 0.18M (Forex loss- 0.5M, Tax- 0.26M)
- Non India revenue stands at 72% in Q2 as compared to 69% as in Q1
- Cloud booking for trailing four quarters averages to 51% of NN (new) booking

Organization is moving towards sustained recurring revenue

- NN Booking/ NN Billing ratio showing more promise for future revenue
- NN Booking comparable to Q4 FY16 but NN revenue conversion % much lesser
- Big logos with multiyear contracts have been won & recurring revenue growing at 11% CAGR for past 3 years
- Million dollar deals are showing an increasing trend YOY

Strategy to increase the global sales reach bearing fruit

Opening new geographies, strengthening them one by one

- ANZ from 0 base 3 years back, contributes to almost 10% of our revenues now
- ASEAN growing @ more than 30% CAGR for last 3 years, 7 offices across Asia by this year, Philippines has been the fastest growth market
- US Geography starts to fire in line with our focus efforts
- Largest Aviation deal in US in last 10 years signed in Q2
- ERP reestablishes with logistics win in US in Q2. Largest win in last 10 years
- ERP Pipeline has some large prospects
- HCM establishes presence with key wins
- HCM partner creating a healthy pipeline and outlook

Strategy to focus on creating niche IP showing results

HCM

- Ramco HCM+ payroll making strong progress
- Revenue growing at 56% CAGR over last 3 years
- Multi country Payroll with large MNCs is a growth propeller
- East of Turkey, Ramco a strong /dominant player, payroll for complete ASIA,ME and substantial North Africa
- Getting invited to very large RFPs, that were stronghold of the biggies

Logistics

- Ramco Logistics is a unique proposition for a fast growing logistics market
- Offers end to end solution for the industry using latest technology features
- Prospects showing interest globally
- Steady increase in pipeline over last 3 Quarters and is almost 20% of the pipeline today

Simplification is the new mantra

- Ramco Qik framework to make implementations simpler and faster for partners
- Business-user driven configuration
- Step-by-step, scenario-based guidance

Partner eco system is getting fuelled by our force multiplier platform partners

- 2 of the big 4 consulting firms are using our payroll platform to service their end customer
- Cloudpay onboarding their APAC customers
- Strategic alliance with Cloudpay giving global visibility and edge

